

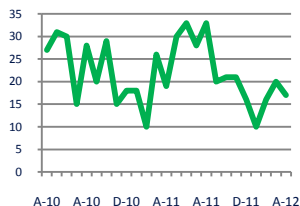


Focus On: Botetourt County Housing Market

April 2012

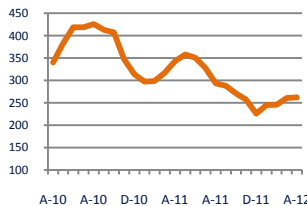
Units Sold

17



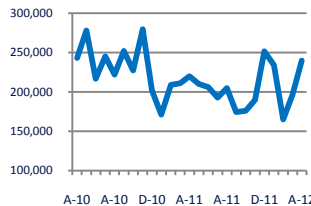
Active Inventory

262



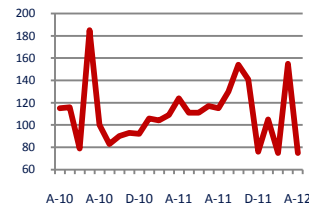
Median Sale Price

\$240,000



Days On Market

75



Down - 11%
Vs. Year Ago

Down - 24%
Vs. Year Ago

Up 9%
Vs. Year Ago

Down - 40%
Vs. Year Ago

Units Sold*



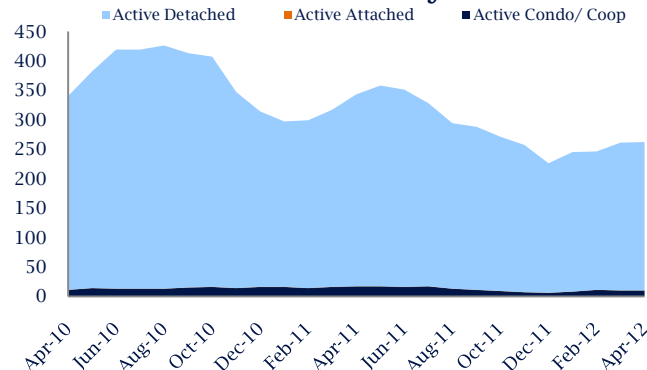
Units Sold

There was a decrease in total units sold in April, with 17 sold this month in Botetourt County versus 20 last month, a decrease of 15%. This month's total units sold was lower than at this time last year, a decrease of 11% versus April 2011.

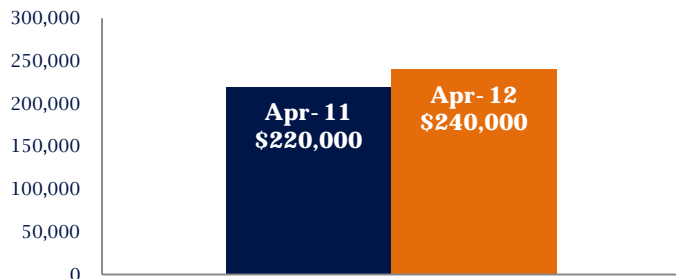
Active Inventory

Versus last year, the total number of homes available this month is lower by 81 units or 24%. The total number of active inventory this April was 262 compared to 343 in April 2011. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Botetourt County Homes was \$220,000. This April, the median sale price was \$240,000, an increase of 9% or \$20,000 compared to last year. The current median sold price is 22% higher than in March.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by RVAR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of RVAR or Long & Foster Real Estate, Inc.



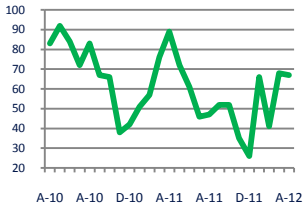


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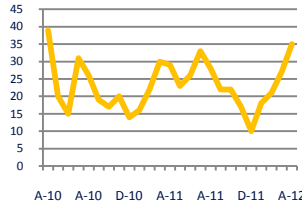
New Listings

67



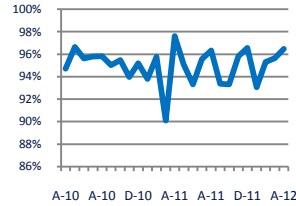
Current Contracts

35



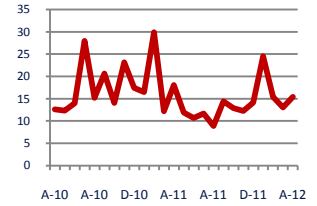
Sold Vs. List Price

96.5%



Months of Supply

15.4



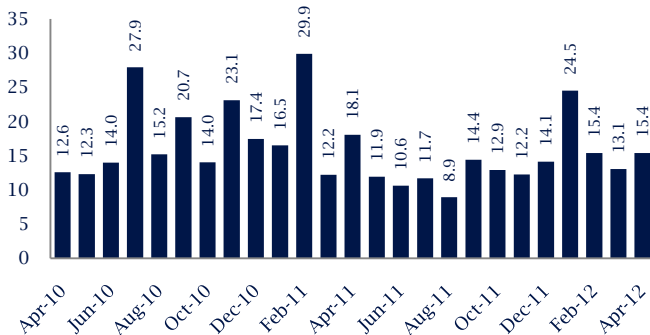
Down -25%
Vs. Year Ago

Up 21%
Vs. Year Ago

Down -1.2%
Vs. Year Ago

Down -15%
Vs. Year Ago

Months Of Supply



Months of Supply

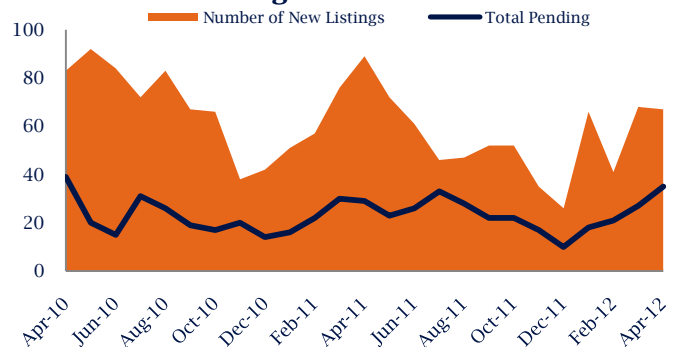
In April, there was 15.4 months of supply available in Botetourt County, compared to 18.1 in April 2011. That is a decrease of 15% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

This month there were 67 homes newly listed for sale in Botetourt County compared to 89 in April 2011, a decrease of 25%. There were 35 current contracts pending sale this April compared to 29 a year ago. The number of current contracts is 21% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Botetourt County was 96.5% of the average list price, which is 1.1% lower than at this time last year.

Days On Market

This month, the average number of days on market was 75, lower than the average last year, which was 124, a decrease of 40%.

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